



PROCURE CON 2003

The Direct Materials Strategic Sourcing & Procurement Event

August 4th-7th
Westin Chicago River North, Chicago

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Full Conference Agenda

Supplier Relationship Management Strategic Summit

August 4, 2003

Optimizing Strategies, Processes And Technology For Dynamic Business Partnerships With Your Suppliers

You benefit from in-depth discussions based on innovative strategies specifically developed to grow key supplier relationships for sourcing excellence. You hear how industry giants have developed and implemented dynamic strategies allowing them to remain competitive in strategic sourcing today. The compelling topics discussed throughout the day help you and your procurement organization to develop an aggressive, competitive sourcing strategy.

8:30

Continental Breakfast, Conference Registration & Opportunity To Network

9:30

Chairman's Opening Address

Ken Farber

President

EPLUS SYSTEMS & CONTENT

9:50

Evaluating Your Key Supplier Relationships To Develop World Class Strategic Partnerships

Burt Rabinowitz

Vice President of Sourcing and Procurement

ALCATEL NORTH AMERICA

Burt Rabinowitz is Vice President of Sourcing and Procurement for Alcatel North America. He oversees Alcatel's Procurement strategy, spending and supplier sourcing strategies in the areas of Production, Non-Production and New Products. Burt is also responsible for managing Alcatel North America's outsourcing of all products and services. Burt's direct organization includes Procurement professionals and a support organization consisting of Component Engineers and Supplier Quality Engineers. His functional responsibility includes procurement throughout Alcatel U.S. and Canada. Burt will share with you how Alcatel has successfully taken key supplier relationships to the next level as Alcatel progressively moves ahead in bringing systems up to speed to increase support and collaboration with customers and suppliers. He provides information on:

- Outlining the benefits of strong relationships and understanding what both sides hope to gain
- Fully communicating each parties responsibilities and expectations for the relationship
- Establishing mandatory levels of performance
- Utilizing the results to ensure valuable improvements
- Setting up reasonable review processes and reporting structures to ensure the ongoing success of your strategic sourcing strategy

10:30

Catalog And Product Content Management: Achieve Enterprise-Wide Savings By Operating E-Procurement And Sourcing Systems More Efficiently

Ken Farber

President

EPLUS SYSTEMS & CONTENT

As President of ePlus Systems & Content, units of ePlus, Inc., Ken Farber brings significant technology experience and leadership to his role. He served as Executive Vice President of ProcureNet, a procurement software company acquired by ePlus in May, 2001, as well as a 14 year tenure with Computer Associates, as Senior Vice President, Strategic Worldwide Alliances. Ken's responsibilities at ePlus include strategic product planning and development, product marketing, client support, and development of new and existing partnerships for the company. The ePlus roster of clients that Ken oversees includes, among many others, Alcoa, AOL/Time Warner, BB&T, City of San Diego, Gannett, Hearst, Hibernia National Bank, Michael Baker Corporation, Michigan State University, Pennzoil, Research Triangle Institute, Santa Clara County and Smurfit-Stone Container Corporation.

The common link between these three critical areas is top-notch Content Management. Without a solid content strategy in place, it is nearly impossible to achieve success in any one of these areas. The confusion in today's Procurement and indirect supply chain worlds usually centers on what is content management, what is catalog management, and why do I need any of it?

Catalog Management makes supplier catalogs available to employees, either from an internal source, or from punching out to a supplier web site. Content Management goes beyond that it takes all items from all catalogs, regardless of supplier, and normalizes the information, particularly the description, and classifies the item in terms of the attributes that apply to that item. This session describes the Procurement and Supply Chain benefits that can be achieved by engaging product and catalog content management tools to:

- o Automating catalog management activities where possible
- o Managing Catalog creation and changes, and improving content quality
- o Enabling Supplier self-help for catalog creation/changes
- o Providing services to support/train your suppliers
- o Allowing internal staff to focus on other value added functions
- o Analyzing strategic sourcing efforts

WORLDWIDE BUSINESS
RESEARCH

Event Homepage

Conference Agenda

Pre-Conference Day

Post-Conference Day

Interactive Roundtables

11:10**Refreshment Break & Opportunity To Network****11:40****Exploring Buyer And Supplier Collaboration Through RosettaNet's E-Business Transactions To Increase Visibility**

Todd Johnson

Manager, Materials Strategic Program Operations

INTEL

Having been with Intel for over 5 years, Todd Johnson is currently responsible for mergers & acquisitions, materials communication, applications, engineering, commodity management process & tools, materials enterprise solutions, and e-business. The materials strategic programs operation consists of 50+ project managers and developers spread across 8 different US & international sites chartered to support Intel's 2000+ materials employees with development and deployment of tools & systems such as Intel's 100% e-Corporation initiative.

RosettaNet (RN) Partner Interface Process (PIP) sets a standard for B2B e-exchange and is a key component to the 100% e-corporation initiative. Intel has been a leader in the deployment of RN PIP's with both customers and suppliers with over 100 touch-points currently in place with an aggressive goal to add another 120+ touch-points in 2003. Todd's group is tasked with the development & deployment of supply chain systems & tools that support the Intel materials organization around the globe including Intel's virtual factories spanning Fab sites, assembly test sites, and systems manufacturing sites. Todd demonstrates the importance of:

- o Identifying what options for collaboration exist: how has Intel implemented RosettaNet and what successes have they achieved?
- o Identifying the deliverables that you and your supplier should expect from RosettaNet

- Evaluating operational efficiencies that can be gained from RosettaNet: what additional benefits can be achieved and what is the overall impact?
- Exploring real life buyer and supplier experiences through collaboration and on the implementation and proven readiness of RosettaNet
- Developing strategic evaluation and supplier screening methods
- Implementing a process to communicate results to your suppliers

12:20

Examining How Dell Has Implemented A Systematic Supplier Performance Review Process For Continuous Success In Strategic Sourcing

Gerry Smith

Vice President Worldwide Procurement

DELL

Gerry Smith has been with Dell for almost 10 years. During his tenure, Gerry has worked in a variety of functions including product development, marketing, procurement and served as the VP & GM of the Inspiron notebook line of business. Working across different functions within Dell, has provided Gerry with a breadth of knowledge and experience fueling his continuous professional growth and development.

What are some of the key strategies to effectively measure supplier performance that will allow you to get the best value from your supply executives? This is a unique opportunity for you to hear from Gerry, the leading strategist within Dell's global sourcing organization. Gerry discusses how important it is to understand supplier review process as a critical component for continued successful supplier performance. Gerry has developed key tactics and supplier relationship management strategies that have become imperative to Dell's ongoing success and will be sharing the secrets of his success with you. Gerry focuses on:

- Developing criteria and categories to proactively measure your suppliers: cost, technology, time to market and service
- Identifying specific metrics to manage your suppliers and promptly deliver feedback
- Implementing processes to communicate supplier performance with executive business reviews, technology reviews, product reviews based on methodology
- Does your supplier performance mirror the needs of your strategic procurement organization?
- Continually reviewing strategic approaches to increase the performance of your suppliers
- Reaping the value of an integrated business model
- Developing an effective communication strategy between your strategic sourcing professionals and your key suppliers

1:00

Luncheon For Speakers and Delegates

2:00

Implementing A Web-Based Supplier Scorecard To Support Your Strategic Sourcing Program

F. Michael Babineaux, C.P.M., Senior Business

Specialist, Supply Chain Management

FEDEX EXPRESS

With over 29 years of purchasing experience, Mike Babineaux has had his hand in most of FedEx purchasing and has held many buying and management positions in the FedEx Procurement organizations, moving on to high-level negotiations for the company's major acquisitions. He was the first buyer Federal Express hired when it started operations in Memphis in 1973. He specializes in advanced purchasing and supply practices and techniques. In addition, Mike is responsible for the design and delivery of professional development programs to over 100 buyers and others at FedEx who have a need or desire to learn more about its purchasing practices and techniques. Mike continually provides FedEx with innovative and advanced procurement theories and precepts. Come learn from Mike as he shares these innovative procurement theories on implementing a web-based supplier scorecard to support your sourcing program. He reviews the following:

- Identifying the objectives and structure of the scorecard program
- Showing the proven results throughout the value chain
- Identifying the steps that outline the mechanics of the scorecard: categories, attributes, delivery, supplier results
- Developing reverse scorecards: suppliers measure the buyers performance, internal

customers, close the performance measurement gap

2:40

Leveraging Strategic Partnerships As A Key To The Success Of Your Strategic Sourcing Program

Bryan Yeargin,
Manager, Sourcing Disposition and Collaboration, E-Supply Chain Solutions and Services
HEWLETT-PACKARD

Bryan Yeargin is Solutions Development Manager for Hewlett-Packard's Worldwide e-Supply Chain Solutions & Services (e-SCSS) organization. He is responsible for the definition, development, and implementation of e-SCSS's e-sourcing, disposition, forecast, purchase order, and inventory collaboration capabilities.

Bryan has been with HP for 14 years, holding a variety of positions in R&D and supply chain management including imaging and printing systems e-Business supply chain manager and laserjet manufacturing operations engineering manager. Bryan has been part of HP's e-Supply chain solutions and services organization for the past year. Bryan covers the following:

- Identifying elements of supply that offer the greatest value, lowest cost and best customer service
- Ensuring that new strategic sourcing practices support your business objectives
- Designing technology systems to support your new sourcing program and integrating legacy systems
- Building flexibility into your new sourcing program

3:20

Refreshment Break & Opportunity To Network

3:40

Supplier Relationship Management: Successfully Rationalizing And Managing Your Supplier Partnerships Regionally And Globally

Diana Patton
Director of Purchasing
DANA CORPORATION

- Developing strategies and techniques to assess and evaluate suppliers: what long-term relationships are you looking for and what kinds of metrics will help you evaluate existing relationships?
- Identifying which suppliers are strategic partners, and which suppliers can be most effectively utilized by ongoing collaboration
- Utilizing web-enabled technologies to manage excellent supplier relationships online
- Are your suppliers and partners technically capable of establishing the real-time, online relationships that you require?
- What are the primary supplier relationships management tools that you can use to manage relationships effectively and what kind of benefits can they offer you?

4:20

Supplier Relationship Management Strategic Summit Concludes

MAIN CONFERENCE August 5 – 6, 2003

Developing World Class Partnerships & Sourcing Strategies To Optimize Your Global Direct Materials Spend

MAIN Conference Day 1

Tuesday, August 5, 2003

7:30

Continental Breakfast, Conference Registration & Opportunity To View The Exhibition Area

8:00

Chairman's Opening Address

John Kelley
Vice President
AGILE SOFTWARE

8:15**Examining The Steps For Designing A Global Procurement Strategy That Cuts Costs For World Class Results**

Tony Milando
Vice President Global Sourcing
THE BLACK & DECKER CORPORATION

Over the last two years, Tony has managed Black & Decker's worldwide sourcing group to record levels of productivity and agreement development. The 200 person sourcing organization is responsible for over \$1.4 billion of direct material spend and \$300 million of non-production spend. Black & Decker has 17 purchasing offices located in 11 countries around the world. He has spent most of his 18-year career in finance or accounting roles of increasing responsibility from factory controller to corporate finance to Canadian Vice President of Finance.

Black & Decker has reaped tremendous direct materials savings based on their cost procurement strategy. Direct materials cost savings in 2001 were \$53m and in 2002, savings reached \$90m. Come hear Tony's exciting perspectives and thoughts on designing an effective global procurement strategy and take concrete ideas back to your office.

- o Evaluating the impact of incorporating a global procurement strategy and the challenges that arise
- o Highlighting the parts or components that can be sourced internationally
- o Examining the potential cost savings and the benefits to your organization
- o Developing global procurement teams and the skill sets needed for sourcing off shore
- o Evaluating supplier selection and screening processes
- o Achieving the optimum balance of Global Control with Regional Execution

8:55**Realizing The Potential Of Supplier Relationships: Trends And Technologies That Will Transform Procurement**

Nils Herzburg, Senior Vice President
Manufacturing and Distribution
SAP

Nils Herzberg is responsible for Manufacturing & Distribution Industries at SAP, the world's leading provider of business software solutions. In this capacity, Nils is responsible for overseeing the quality management, solution management, business development, marketing strategy, and regional support for many of the industry solutions that SAP supports, including Aerospace & Defense, Automotive, Engineering & Construction, High Tech, Mill Products, Oil & Gas, Mining, Chemicals, Pharmaceuticals, Consumer Products, and Retail. Nils holds a degree in Aeronautical Engineering from the Technical University in Berlin in Germany, a Master of Science in Aerodynamics from the Cranfield Institute of Technology in England, and a Master of Business Administration from INSEAD in France.

As global competition and increased outsourcing continue to exert pressure on companies, manufacturers have turned to strategic partners and suppliers to deliver value. In many industries, suppliers already account for 60 to 70% of the cost of goods, so it's more important than ever to evaluate these expenses, increase the efficiency of supply processes, and enforce compliance with corporate purchasing strategies. In this presentation, Nils uses customer case studies to show how supplier relationships can be leveraged to add value through the full-cycle of sourcing and procurement.

- o Analyzing the promise of global spend analysis and how you can achieve it
- o Designing and reducing product cost by involving suppliers in product development
- o Sourcing the real opportunity of contract lifecycle management
- o Planning using VMI and CPFR to optimize inventory and reduce logistics costs
- o Executing services procurement and the challenge of supplier enablement

9:35

Refreshment Break & Opportunity To View The Exhibition Area**10:05****Creating An Integrated Strategy To Create A Competitive Advantage Sourcing Direct Materials**

Jon Adee

Senior Director - Global Operations

PALM INC**10:45****Zeroing In: Maximizing E-Source Savings With High-Speed Decision Guidance**

Anthony J. Bonidy

President & CEO

COMBINENET, INC

And

Dennis Begg

Associate Director, Worldwide Purchases Innovation

PROCTER AND GAMBLE

Global organizations are scrambling for new tools and strategies to keep pace with the competition in today's fast-moving marketplace. This session will introduce a radical new, high-speed decision-guidance system that allows executives to instantly identify (and justify) the best possible solutions for even the most complex sourcing events – in minutes, rather than months.

As President & CEO of CombineNet, Tony Bonidy is responsible for all aspects of the company's operations. Tony brings almost thirty years of experience in strategic sales, marketing, and product development for major corporations such as IBM, NeXT Computer Inc., and Legent Corporation. In his early career, Tony spent 17 years with IBM, leaving as its Application Systems Division's Vice President of Sales and Marketing. After IBM, Mr. Bonidy held several key positions at Legent Corporation and NeXT Computer where he played major roles in directing the growth and success of both companies. He also served as Vice President of Worldwide Sales at Revive Technologies, a database conversion and replication company, and President of Dlubak OCD, Inc., a glass manufacturing company that is both a supplier and customer to PPG Industries, one of CombineNet's largest clients. Most recently, Tony was President & CEO of Infosage, an advanced integration software company. Tony's presentation covers:

- o Using powerful new analytic tools to create a better end-to-end process
- o Leveraging your domain expertise, to eliminate dangerous work arounds
- o Empowering richer supplier interaction to produce better proposals and better bottom-line results
- o Building stronger strategic supplier relationships
- o Developing stakeholder consensus and organizational alignment
- o Capturing significant new savings immediately

11:25**Organizing A Procurement Strategy for Successful Global Supply Chain Management**

Marlene Vorhees

Senior Director, Advanced Procurement and Systems

ARVINMERITOR, INC.

- o Balancing the Centralized vs. Regionalized Trade-off
- o Using the Intranet to Create a Global Procurement Team
- o Developing and Implementing Global Sourcing Strategies
- o Performance Management Via the Worldwide Web

12:05**Transforming To The Full Supply Chain - The Soft Stuff Is The Hard Stuff**

Michael Katzorke, Senior Vice President,

Supply Chain Management Assessment

CESSNA AIRCRAFT COMPANY

As a business process improvement and Supply Chain Management professional, Michael is an expert in supply chain transformation. Michael has over 20 years of leadership experience in operations, materials, manufacturing, quality, systems, and Strategic Supply Chain Management. His career includes Sperry, Motorola, Honeywell, AlliedSignal, and Cessna Aircraft. He has participated and led in the application of the Malcolm Baldrige and Six Sigma tools in integrated improvement

processes at 3 FORTUNE 100 companies. Recently, Michael was involved in the design and the rollout of Supply Chain management strategy at AlliedSignal. Michael discusses his experiences and shares the keys to his success from this integrated roll out:

- Evaluating the integration and linkage inside and outside the four walls of an enterprise to ensure the success of supply chain integration
- Understanding how internal factors are more challenging than external factors to establish effective supply chains
- Achieving improved service levels to get the right products to the right locations to increase your sales volume
- Reducing out-of-stock situations to eliminate customer dissatisfaction
- Capitalizing on shared data between trading partners to reduce overhead

12:45

Luncheon For Speakers And Delegates

TRACK A

Chairman

George Devlin, Chief Executive Officer and President, VIVECON

2:15

Chairman's Afternoon Address

2:20-3:00

Evaluating The Benefits And Challenges Of Implementing Strategic Sourcing Initiatives Throughout Your Global Operations

**Ted Osborne, Director of Global Strategic Procurement,
Distribution Solutions and Commodity Value Management**

PITNEY BOWES

With over 17 years of experience, Ted has held many positions at Pitney Bowes; automation systems engineer, commodity engineer and commodity manager, global supplier performance and commodity engineering. In 2000, Ted was responsible for leading a team that successfully implemented the Quality Management and Procurement module. Currently, Ted is responsible for strategic sourcing and procurement, for both new product development and active product, for Pitney Bowes Distribution Solutions line of business. In addition, he is responsible for leading the Commodity Value Management department. This department supports Global Strategic Sourcing and Commodity Management for Pitney Bowes Global Supply Chain organization. Commodity Value Management focuses on working with strategic sources in Pitney Bowes supply chain using lean enterprise analysis and value engineering to reduce waste and lower total costs. During the past year, he has also been responsible for the integration of acquisitions into the Pitney Bowes Enterprise Procurement organization.

The challenges of developing truly Global Strategic Sourcing are complex. You must balance excellent technology infrastructure with the best personnel, all while you ensure rigorous analysis and selection of suppliers. As global competition and increased sourcing continue to exert pressure on companies, you must be able to integrate a successful strategy to source globally. Ted will discuss these as well as the benefits and challenges of implementing strategic sourcing initiatives throughout your global operations.

- Identifying key challenges and hurdles to overcome
- Developing a clear and concise strategy across your global procurement enterprise
- Ensuring you gain support from leaders across your organization to drive change
- Selecting sourcing strategy leaders throughout your core business units to drive fundamental strategic change: evaluating training programs that the leaders will need
- Implementing shared networks and systems to break down barriers between your global sourcing teams
- Collaborating with suppliers to ensure that they understand your global sourcing initiatives
- Evaluating key techniques to manage multiple cultures and languages to sustain your global sourcing initiatives

3:05-3:45

Fulfilling Corporate Goals Through Strategic Supplier Relationships

Dennie Norman

**Director of Supply Chain Intelligence
SAS**

Once a business identifies corporate procurement goals, how can it actually fulfill them? Many organizations have implemented procurement transactional systems to support their day-to-day procurement functions. However, they fall short in the larger assignment of helping to achieve strategic corporate procurement goals.

Dennie Norman, Director of Supply Chain Intelligence at SAS, will describe typical implementation issues within the manufacturing industry, including ways to investigate enterprise spend at a strategic level. Learn how your procurement organization can go beyond transactional systems and take the next step in fulfilling strategic corporate goals:

- Outlining the start-up processes: Defining critical paths and helping your procurement organization understand the key factors necessary to succeed in SRM
- Evaluating the importance of executive sponsorship and internal communications to make a supplier relationship management solution effective
- Delivering ROI on your SRM strategy: Identifying key factors that will ensure you reap the strategic and financial benefits that you require

3:45-4:15

Refreshment Break & Opportunity To View The Exhibition Area

4:15-4:55

Implementing A Global Technology Infrastructure To Support Your Strategic Sourcing Initiatives To Ensure Timely Delivery And Faster Cycle Times

Julie Myers, Global IT Director - Procurement and Portfolio Management, Worldwide Information Systems

EASTMAN KODAK COMPANY

Julie Myers joined Eastman Kodak's Worldwide Information Systems group in April 2000 and currently she is in charge of IT related activities for Kodak's Worldwide Procurement organization including e-Procurement activities. Her core focus is to drive the Global SAP procurement implementation along with the four key e-Commerce initiatives: e-Procurement for Indirect Materials, Strategic Sourcing for Direct Materials Manufacturing Paperless Process, e-Marketplaces and Data Management. Recent global successes include Web based requisitioning, auctioning and bidding and electronic transaction transmission in an effort to continuously reduce cost and increase productivity. Julie manages a global team of 55+ IT professionals. Benefit from Julie's extensive experience with IT and Procurement and learn effective strategies for your own IT initiatives. Julie elaborates on

- Preparing for global implementation across your procurement organization: establishing the steps to success
- Examining the characteristics of world class strategic sourcing: Will this impact the technology that you select?
- Ensuring that you have secured global acceptance of your initiative which will enable enthusiastic adoption during the roll out
- Exploring real life experiences of a global implementation: What were the lessons learned and what would be done differently in the future

5:00-5:40

Benchmarking A Training And Leadership Development Program That Focuses On Improving Strategies And Creating The Basis For Excellence In Supply Chain Management

Stephen Ogg

Vice President, Supply Chain Management

RAYTHEON SPACE AND AIRBORNE SYSTEMS

Stephen Ogg and David Burt co-present to discuss a training and leadership development program that emphasizes how to improve your strategies within supply chain management. Over the past 20 years, Stephen has held leadership positions in operations, manufacturing, quality assurance and supply chain management. At Raytheon, Supply Chain Management links the capabilities of suppliers with internal resources and processes to create value and meet the needs of our customers. Come hear how they have been so successful at meeting the needs of the entire supply chain.

David Burt is a Professor of Supply Chain Management at the University of San Diego. He is the

founder and director of USD's Supply Chain Management Institute. This innovative center is committed to advancing knowledge and practices in procurement and logistics. He combines 20 years of experience as an Air Force Procurement Officer with 25 years as an educator and consultant. Dr. Burt's articles have appeared in Harvard Business Review, Sloan Management Review, California Management Review, the Journal of Marketing Research, the Journal of Purchasing and Materials Management, and Thesis. He has consulted with firms including IBM, Motorola, Lockheed, Avery Dennison, Southern California Edison, and Gateway with the objective of upgrading their procurement and supply management operations to world class status. Dr. Burt is the author/co-author of eight books in the field of supply management. He received his B.A. in Economics at the University of Colorado, M.S.I.A at the University of Michigan, and Ph.D. in Logistics from Stanford University. This joint presentation discusses:

- Re-engineering the roles of the buyer, procurement executive and strategic sourcing executive: what are the training programs available to enhance your teams strengths and improve weaknesses
- Identifying advancements in training, recruiting, and graduate education programs to develop existing personnel and infuse new talent into the organization

TRACK B

Chairman

Michael Lunzer, Senior Director, Product Marketing, VMS, PEOPLECLICK

2:15

Chairman's Afternoon Address

2:20-3:00

Enabling Geographically Dispersed Commodity Teams To Share Information Instantly Across The Globe To Ensure Collaboration With Contract Negotiations

Jack Hess

Director Global Procurement

DIEBOLD, INC

Global teams and collaboration are increasingly becoming virtual due to the demands of business, strategic alliances, infrastructures of organizations, outsourcing and supplier relationships. International teams vary from national teams because of such factors as time, distance and dependence on communication technologies – all adding to the complexity of interactions. Understanding those factors will contribute to the success of geographically dispersed teams. Drawing on the knowledge and experience from his 23 years in manufacturing operations, engineering and procurement, Jack Hess joined Diebold, Inc. June, 2001 in the capacity of Director of Business Transformation with focus on business system improvements and transformation in supply chain management. Jack immediately directed efforts towards organizational alignment, enterprise spend management and Supplier Management opportunities in the Diebold International Supply Chain and Indirect Spend, his efforts have created cost reduction opportunities in the millions. Prior to being named Director at Diebold, Jack held a number of leadership positions with world class companies such as: Emerson Electric, Mark IV Industries and Corning. Jack has provided quality systems and supply chain technology presentations in several countries including regions in Eastern and Central Europe, South America and China. Jack uncovers the following:

- Developing standardized terms and conditions to ensure compliance and leverage purchasing agreements
- Implementing a technology infrastructure that allows worldwide visibility and ensures terms are met to decrease duplication
- Storing contracts electronically to share terms of the agreements and results gained from negotiation
- Establishing one point of contact for your regional and global contract negotiations to ensure consistent communication
- Identifying the vendor master to eliminate maverick buying and improper invoicing

3:05-3:45

Eight Steps To Successful Change Management In Strategic Sourcing Initiatives

Tim Kelly

Operating Director

ARSENAL CAPITAL PARTNERS

Shawn Maxson

Senior Director, SRM Business Optimization Services

i2 TECHNOLOGIES

Successful change management is often harder to achieve than overcoming technology issues in strategic sourcing initiatives. Tim Kelly draws upon his years of experience ranging from quality initiatives at an automotive OEM to strategic sourcing programs at several companies to distill lessons learned to an eight-step process for success in change management. Topics covered include prerequisites for strategic sourcing, how to get executive buy-in, selling management on the need for data, integrating suppliers into operations, and monitoring and controlling results. Shawn Maxson from i2 Technologies introduces Mr. Kelly.

- o Highlighting the pitfalls of managing change within your procurement organization
- o Exploring the commonalities across organizations that will make or break a successful change management program
- o Identifying the 7 critical steps that you can follow to ensure successful strategic change
- o Outlining the core challenges experienced, the strategies developed to overcome them, and the final benefits derived from a successful change management program

3:45-4:15**Refreshment Break & Opportunity To View The Exhibition Area****4:15-4:55****Identifying The Critical Success Factors For Ensuring A Successful Procurement Technology Implementation**

Anurag Banerjee

Head of Strategic Procurement

ADVANCED ENERGY INDUSTRIES

Anurag Banerjee will share with you the steps to take in order to reap the benefits of a successful e-procurement implementation. Anurag is the e-Procurement team leader at Advanced Energy Industries and Managing Partner at Braintrust, an e-Procurement consulting firm. He has global experience in diverse industries ranging from consumer goods and retail to automotive and semiconductors. Currently he is working on his Six Sigma Black Belt.

Advanced Energy is the leading global designer and manufacturer of power conversion and control systems, ion beam sources, and plasma abatement systems. Anurag has over 10 years of experience in various industries: retail, automotive, agricultural equipment, and electronics manufacturing – in midsize and FORTUNE 500 companies. Anurag is an excellent source of reference as you review new implementation tactics or prepare to identify new technology for your e-procurement initiative. Anurag discusses:

- o What is the core business opportunity that you are addressing with the introduction of new technology?
- o Exploring the data required to justify spend on new technology: cost evaluation and analysis
- o Developing a plan with realistic timelines for implementation: Review the challenges that can be addressed through technology and those that are not solvable
- o Exploring your procurement solution adds real benefit in value and quality
- o Ensuring that the investment echoes organizational changes: What key areas of your team and supplier structures need to be addressed

5:00-5:40**Implementing A Contract Management Tool To Effectively Collect And Submit Contract Deliverables: Improving Productivity And ROI**

Joseph McGrath

Director of Procurement Strategy and Supplier Relations

SUN MICROSYSTEMS, INC.

As Director of Procurement Strategy and Supplier Relations for Sun Microsystems, Joe McGrath is responsible for driving Sun's innovative supply chain initiatives and leads the corporation's strategy development for supplier performance and relationship management, supplier portal, spend management, and e-sourcing.

In his previous role as Product Line Supplier Manager for Sun's Volume Systems products group, Joe played a key role in developing a Joint Development & Manufacturing (JDM) strategy and diversifying the company's supply base, working extensively with Asian suppliers.

Online contracting allows your procurement team to improve on efficiency and concentrate on making strategic decisions that will benefit your procurement organization and help you reach your pre-determined goals. Joe's recent experience with implementing a contract management tool puts him in a good position to share his lessons learned and success stories. Come learn from Joe as he hits the following critical points:

- Evaluating the benefits of automating contract management and negotiations
- Implementing a contract management solution that will satisfy your organizational goals
- Allowing for easy storage electronically and securely
- Spend more time on core strategies and less time on chasing data from your suppliers
- Improving overall accuracy, consistency and collection of information to make timely decisions
- Communicating supplier benefits: performance score cards, award fees and prompt payment on invoices
- Ensuring full visibility and complete accountability of data

5:45-6:45

Roundtable Discussion Groups



7:00-8:30

ProcureCon2003 Gala Cocktail Reception

Join old friends and make new contacts at the Cocktail Reception

As well as providing you with hard facts, excellent case studies and world class business critical information, ProcureCon2003 strives to make sure that you have time to network with new and old friends. Take advantage of this great opportunity to talk to like-minded strategists in an enjoyable atmosphere and establish long-lasting business relationships.

Main Conference Day 2

Wednesday, August 6, 2003

7:30

Continental Breakfast & Opportunity To View The Exhibition Area

8:00

Chairman's Opening Address

Anthony J. Bonidy

President & CEO

COMBINENET, INC.

8:15

Designing A World Class Strategic Sourcing Strategy That Maximizes Your Direct Materials Spend

John Miller, Corporate Vice President, Director

Worldwide Strategic Sourcing & Supply Management

MOTOROLA

John Miller joined Motorola in 2001 and since that time, he has the responsibility for setting and executing the Sourcing Strategy for PCS, achieving direct material cost and quality targets and supplier relationships. Additionally, he co-leads the Motorola Sourcing Leadership Team, responsible for driving sourcing strategy execution, cost reduction and digitization efforts across all of Motorola. Prior to joining Motorola, Mr. Miller spent 17 years at Honda of America Manufacturing, where he held various leadership responsibilities within the Supply Chain, including procurement, a 2-year assignment in the Japan R & D Center, and plant manager for motorcycle & ATV production. John Miller will be elaborating on the steps to take to properly create a sourcing strategy that will allow you to leverage maximum benefit from your direct materials spend. Don't miss John's presentation which outlines for you how and why you need to maximize your spend – especially in today's environment. You'll take away some of his innovative approaches and techniques to strengthen your existing sourcing strategy. John delivers key tactics on:

- Defining the parameters that form world class cost effective strategic sourcing initiatives
- Examining each element of the sourcing strategy to identify areas of improvement

- Securing buy-in and identifying sourcing executives who will lead world class strategic sourcing initiatives
- Outlining the leading performance metrics and best practices to measure the results of your strategic initiatives
- Identifying and creating milestones to enforce continuous improvements by monitoring and measuring performance

8:55

Implementing Product Profit Boosting Strategies: Unlocking Profit Potential Across An Extended Supply Network

John Kelley

Vice President

AGILE SOFTWARE

Pressures to bring innovative products to market faster and at a lower cost is forcing you and your competitors to rely on external suppliers to contribute a larger portion of product content and to manage a growing number of processes including manufacturing, logistics and design. Maximizing the value of an extended supply network requires the adoption of new strategies and technologies to improve collaboration and cost control across the product lifecycle. If you ensure that you are able to successfully align design, sourcing, and supply to optimize product costs and processes for enhanced operating efficiency and profit growth, you will gain a real competitive advantage over the competition.

John Kelley is Vice President of Business Development, joining Agile in April, 2002. John has 25 years experience in delivering design, component management and source solutions to FORTUNE 1000 companies, and has held leadership roles in product marketing, product strategy, sales operations and business development.

- Assessing the growing importance of multi-tier product cost & risk management
- Uncovering the benefits of early supplier integration strategies
- Driving the value of a product cost management solution, with Guaranteed Business ResultsSM
- Case studies of how companies are bringing innovative, high quality, cost-competitive products to market faster through extended supply networks

9:35

Refreshment Break & Opportunity To View The Exhibition Area

10:05

Ensuring A Seamless Rollout Of Your Strategic Sourcing Strategy Across Your Procurement Organization

Timothy D. Houghton

Vice President Supply Chain Services

BELLSOUTH CORPORATION

Prior to joining BellSouth in November of 1999, Mr. Houghton spent 15 years within the healthcare sector with responsibilities for the logistics strategy with a FORTUNE 100 Corporation. Prior to his work in the healthcare industry, Tim was employed by one of the Big 5 public accounting firms. Tim is responsible for the management of the acquisition of products and services for BellSouth. This begins with the identification of internal customer's needs and ends with the disposition of surplus materials in the secondary markets. Activities that he manages include: supplier analysis, supplier quality programs, negotiations and selection, relationship management, inventory management, logistics, material disposition, fleet operations and overall supply chain strategy.

Tim outlines how to drive your sourcing strategy across your procurement organization. In addition he discusses how to roll out a flawless strategic sourcing program and steps that you need to take prior to implementing your plans. Tim highlights on the following tactics that you should explore before initiating change within your organization: planning, forecasting, and creating roles and responsibilities. It is critical that your procurement organization is flexible to change and can adopt new initiatives that will be beneficial to the growth and success of your strategic sourcing strategy and long-term enterprise-wide goals. Bellsouth Corporation, a FORTUNE 100 company, has achieved much success with their implementation and Tim will share his advanced innovative tactics and the resulting benefits. Come armed with your questions! Tim discusses:

- Developing a clear standardized strategy and approach that will ensure success during the

rollout

- o Identifying the leading sourcing executives to execute the plans and initiatives after securing 100% buy-in from the board
- o Re-engineering the procurement function: employee training or recruiting new talent?
- o Continually reinforcing your strategic vision based on performance goals and standards
- o Measuring the success against the pre-determined milestones to gain overall best value

10:45

Supply Chain And Procurement's Dramatically Changing Role In A Post-Outsourcing Business Environment

Ron Nussle

Managing Director Global Material and Supply Chain

LAM RESEARCH

Ron Nussle has been the Managing Director for all of Lam Research Global Materials and Supply Chain processes since 2001. Ron was recently named as one of the 2003 Top 30 Supply Chain "Pros to Know" by iSource Magazine. Prior to joining Lam Research, Nussle was Sr. Director of Strategic Supply Chain Management for Cessna Aircraft Company. During his 3 years at Cessna, Nussle was responsible for planning, organizing and controlling the annual acquisition of \$1.3Billion in production materials.

Lam Research is a leader in the outsourcing space. Over the past 18-months, Lam has successfully outsourced more than 50% of it's manufacturing, 100% of it's IT and telecommunication services, 100% of it's warehouse and logistics services, 50% of it's HR functions, 100% of it's facilities management, more than 50% of it's finance and accounting and it's indirect materials procurement. Over the past decade, outsourcing has transitioned from a tactical activity for manufacturers to "off-load" parts that were excess to their capacity or to save money by transitioning parts to a low-cost region. Today, outsourcing has become a primary corporate strategy for companies to off-load their balance sheet of property, plant and equipment by having Contract Manufacturers (CMs) pick-up the total manufacturing and sourcing responsibility for substantial portions, even as high as 100% in many cases, of the OEM's manufacturing capabilities. Ron elaborates on:

- o Implementing a world class procurement outsourcing strategy which cuts costs and provides effective and efficient service to your organization
- o Measuring the performance of your outsourced team
- o Implementing a killer technology infrastructure that will support real-time, consistent communication between you and your outsource agency

11:25

Evaluating Negotiation Best Practices And Developing Tools To Gain The Most Productivity In Sourcing Direct Materials And Products

Ken Syme

Vice President Production Purchasing

XEROX CORPORATION

Ken Syme is responsible for the development and implementation of purchasing strategies for the global acquisition of product, parts and direct materials for Xerox's revenue generating hardware. His Global Production Purchasing organization consists of about 95 purchasing professionals organized in small focused teams located in China, Europe, Hong Kong, Japan, Singapore and the United States. His organization includes forward products purchasing group, whose primary function is to select world class suppliers for future products. Ken's operational responsibilities include production supplier selection for new and existing product, the delivery of sourcing strategies, and the establishment and management of manufacturing outsourcing arrangements. The implementation of productivity initiatives, through a highly developed process of benchmarking, target setting and opportunity identification across the entire inbound supply chain is a key area of focus. Ken's recent accomplishments include negotiating a successful five-year manufacturing supply agreement to enable outsourcing of selected parts of office equipment manufacturing. The deal involved the sale of five manufacturing plants and the transfer about 3,500 employees to a major contract manufacturer. Ken's presentation carefully outlines negotiation best practices, and tools that enable increased productivity in sourcing direct materials.

- o Selecting the right productivity tool: negotiation, reverse auction, consortium
- o Establishing targets and keeping them up to date
- o Capturing industry cost curves
- o Using currency in purchasing to drive productivity

- o Driving additional productivity through value chain partners and suppliers

12:05-1:30

Luncheon For Speakers And Delegates

TRACK A

1:30

Chairman's Afternoon Address

1:40-2:20

Evaluating The Nuances Of Contracting For Outsourcing: What Are The Key Distinctions Involved In This Strategic Process?

Ed Lundeen

Director, Contracts Management

IONEGA

As contracting for outsourcing increases within discrete manufacturing for direct materials, it is crucial for you to understand the elements that should be contemplated in agreements and how SLAs and KPIs are key factors in your overall decision. Based on his 24 years of experience, Ed Lundeen is an industry expert in supply chain, materials, purchasing, and contracts practitioner. He has held functional Supply Chain Management positions and he has worked in the high tech sector for 4 years, in the mining industry for 10 years and the utility industry for 12 years. Come and listen to Ed as he evaluates the distinctions involving how to strategically contract for outsourcing. Ed discusses:

- o How does contracting for outsourcing vary from traditional services contracting?
- o What are the key elements that should be contemplated in outsourcing agreements?
- o What is a Service Level Agreement (SLA) and why do I need one?
- o What role do KPIs play in outsourced agreements?
- o What are appropriate metrics for outsourced agreements?
- o Should risk/reward provisions be included in outsourced agreements? Why or why not?
- o Effective practices for managing your outsourcing agreement once it is in place and operational

2:25-3:05

Developing An Integrated Global Supplier Base To Enable World Class Sourcing

Scott Searls

Vice President Procurement

LUCENT TECHNOLOGIES

Sourcing teams that strive for supply base excellence are those who have strategic and collaborative partnerships built on trust, and creativity to develop long-term success. In the case of Lucent Technologies, paring down the number of suppliers made a huge impact on their global supply base and how their needs were met overall. Lucent took a commodity team approach to develop its global supply strategies. Each team identifies the top suppliers for their commodity area. They look at what the suppliers' financials are, what their global capacity is, where they are located, what their technology advantage is and how they stack up against their competitors. Developing an integrated global supplier base is an area in which Scott has achieved great success. Scott shares with you his success stories and lessons learned from his experiences in:

- o Identifying the challenges and overcoming cultural barriers
- o Focusing on low cost markets to target and select suppliers based on lowest cost and best quality
- o Capitalizing on lower costs for parts or components to stay ahead of competition
- o Designing new products nationally while sourcing internationally: realizing the impacts
- o Factoring in time for transportation of components and evaluating risk factors involved

3:05-3:35

Refreshment Break & Opportunity To View The ProcureCon2003 Exhibition Area

TRACK B

Chairman

Mike Neal, Chief Technology Officer, SAQQARA

1:30**Chairman's Afternoon Address****1:40-2:20****Highlighting The Benefits And Challenges With Implementing A Closed Loop Spend Management Program**

Carrie Ericson

Vice President Procurement Solutions

AT KEARNEY

Carrie has over 12 years of experience in operations, procurement and supply chain management. In 2000, Carrie assisted in the start-up of eBreviate, one of the most successful eSourcing technology companies in the marketplace. In 2002, eBreviate was folded back into AT Kearney to form the Procurement Solutions Group. Within Procurement Solutions, Carrie is responsible for all eSourcing delivery activities including consultants (eSourcing Managers), knowledge management, helpdesk and training. Prior to A.T. Kearney, Carrie built expertise in logistics and supply chain management at Unisys.

The challenge at hand is in managing the complexity of these tasks across a global organization while still linking locally with Sales, Project Management, Engineering, and Field Logistics organizations. In this session Carrie will examine why the traditional procurement organizations typically fail in this effort, what it takes to be successful and how some organizations have dramatically reduced the 50%-65% savings leakage from ineffective compliance through implementation of Closed Loop Spend Management best practices.

Closed Loop Spend Management provides a comprehensive process and organization of a company's complete external spend base to identify and eliminate all existing and potential leakage points - beyond the traditional boundaries of the purchasing function. Leading companies can gain a substantial competitive advantage by implementing Closed Loop Spend Management best practices in the areas of:

- o Aligning the organization to optimize the external spend base at the global, regional and local levels
- o Leveraging technology to systematically address all value leakage points, especially in the areas of contract management and compliance
- o Upgrading the skills of the organizations and people responsible for spend management across both the direct materials and MRO spend bases

2:25-3:05**Designing and Implementing A Change Management Strategy That Effectively Drives Implementation Of Global Strategic Sourcing**

Steve Rogers

Director of Worldwide Procurement Mastery

PROCTER & GAMBLE**3:05-3:35****Refreshment Break & Opportunity To View The Exhibition Area****3:35-4:15****Implementing A Comprehensive Cost Management Strategy In An Outsourced Manufacturing Environment**

Ken Kilburn, Director of

Corporate Supply Base Management

LEXMARK

Reengineering cost management strategies in your procurement organization is the key to gaining control over business processes, to lower overall cost on direct materials and to lean out the supply chain to improve cost savings and organizational efficiencies. There are proven practices and methodologies that are effective, however, as with all business practices, it is crucial to have visibility into your organizational spend and to examine new ways to cut costs and improve business processes.

Ken is focused on this exact challenge at Lexmark. In this economy it is important to know where your biggest spend is and how to manage it. Also, there are ways to cut costs, to collaborate within your

procurement organization, and to implement practical buying guidelines. Enforcing these practices, knowing your organizational spend, and implementing an effective strategy are the points that Ken is going to help clarify. Ken discusses:

- o Evaluating current spend on major commodities
- o Collaboration with internal procurement teams and suppliers on global visibility
- o Implementing cost management processes
- o What is the value to your organization of achieving real-time spend analysis and how can you achieve it?
- o Ensuring that all tracking procedures are followed so that tracking is consistent and accurate

4:20-5:00

Panel Discussion: Developing An Integrated Plan To Continue Cost Decreases From Sourcing In Low Cost Markets: What Is The Next Step?

Panelists:

James Tarabori, Director, Service Parts and Components, Global Purchasing

CATERPILLAR

Scott Searls

Vice President Procurement

LUCENT TECHNOLOGIES

Ron Nussle, Managing Director

Global Material and Supply Chain

LAM RESEARCH

Jon Adee

Senior Director - Global Operations

PALM INC

In order to remain competitive in today's economy, it is critical to source for the lowest cost on materials. Jim, Scott and Ron initiate the discussion of developing a plan to continue cost decreases by sourcing in low cost markets and at the same time, locating new emerging markets to continue low cost sourcing.

Jim Tarabori is the Director of Purchasing for the Service Parts & Components divisions within Caterpillar's Global Purchasing. He is responsible for \$1.7 billion in spend and over 110 people. Scott Searls from Lucent and Ron Nussle from Lam Research join Jim and they tackle how this strategic sourcing initiative can result in many millions of dollars in material cost reduction. How can you ensure that you are sourcing price competitively? How can you ensure that you do not sacrifice quality? This group takes a strategic approach to uncover the paths taken, and the road ahead for sourcing in these desirable emerging markets.

- o Identifying sourcing for key commodities in the low cost markets
- o Mitigating the risks with sourcing in emerging markets
- o Maximizing the cost reduction opportunities to remain competitive on commodities
- o Identifying core elements that support successful sourcing in low cost emerging markets
- o Developing local and regional presence: identifying effective risk strategies
- o Developing key strategic partners to share best practices: suppliers and non-competitive markets
- o Identifying emerging markets to source in: what are the cost savings?

5:00

Close Of ProcureCon2003 Day 2

E-Sourcing Strategic Summit

Thursday, August 7, 2003

Boosting ROI and successfully capturing the benefits of your e-sourcing initiatives is critical to justifying further investment and to drive ongoing improvements and cost savings. How can you successfully implement your e-sourcing strategy and see real results? What is on the horizon for e-sourcing and how can your sourcing organization benefit? The forward thinking senior-level speaker faculty is ideally placed to bring you up to date on all the key challenges you face in today's market, and to answer your most pressing questions. These 8 case studies breathe new life into your sourcing strategy.

8:30**Continental Breakfast, Conference Registration****9:00****Chairman's Opening Address**

Chairman

Bob Solomon, Director Strategic Accounts,
ARIBA**9:15****Examining The Roll Out Of A Highly Successful E-Sourcing Initiative: What Were The Lessons Learned And The Indicators Of Success**

Aaron Dent

Director - Marketing, In-Flight, & Sourcing Strategy

DELTA AIR LINES

Analyzing and reengineering existing sourcing processes will dramatically change the way a company approaches e-sourcing. After rolling out a successful e-sourcing initiative, what are the indicators of success? How can you add value back to the bottom line? Delta Air Lines embraced strategic sourcing and began a long-term initiative of continuously analyzing spend and measuring true cost and value of what was purchased.

Aaron Dent currently serves as Delta Air Lines' Director - Supply Chain Management, supporting Marketing, In-Flight Services, and Sourcing Strategy. Aaron joined Delta in September 2000 as Director, Strategic Sourcing. He has over 15 years experience in supply chain management, including a variety of strategic positions with Honda, BMW, and John Deere. He last served as Director - Supply Management for John Deere's Commercial & Consumer Equipment Division prior to joining Delta. Aaron demonstrates:

- Developing a clear standardized strategy and approach that will ensure success during the roll out
- Outlining the strategies that will enhance successful integration of e-sourcing
- What steps should you take to realize overall cost savings of the roll out?
- Examining technology selection and integration with existing platforms
- Digging deeper to optimize the long term cost savings rather than focusing on immediate cost savings
- Creating milestones to enforce continuous improvements by monitoring and measuring performance
- Utilizing e-sourcing tools to the fullest capacity to redeem the financial success and what's next?

9:55**Assessing The Characteristics Of A Successful E-Sourcing Strategy: How Can You Leverage Tools To Gain Significant Competitive Advantage?**

Christopher Flum

Vice President, Supply Management

THYSSENKRUPP BUDD

If you have made the investment and have implemented an infrastructure to support e-sourcing, then the question is how can you leverage these tools to maximize your dollars spent? How can you leverage these tools and convert all purchasing through them? Do you know the potential cost savings? How do you ensure you get this buy-in from your staff? Chris Flum is leading all e-sourcing, Procurement, eSCM activities, and for all direct supply and supplier quality and development for the \$2.7 billion dollar tier-one automotive supplier, ThyssenKrupp Budd Company. Chris joined ThyssenKrupp Budd in 1999 as Corporate Manager, Strategic Sourcing. He was promoted to Vice President, Supply Management in 2002. Prior to joining ThyssenKrupp Budd, Chris held many progressive positions with three automotive business divisions of AlliedSignal (now Honeywell). Chris is an 18-year veteran in supply and materials management and is an active member of various e-business, academic, and advisory councils. He was also selected for iSource Magazine's "Pros to Know" issue in 2002 and 2003. Come hear Chris as he demonstrates how to remain competitive by monitoring the adoption of electronic transactions and how you too can see real results based on your commitment to your e-sourcing applications. Chris focuses on:

- o Tailoring your e-sourcing strategy to your organization to achieve measurable savings
- o Evaluating how to take advantage of sourcing for lowest cost, best value: dynamic bidding
- o Identifying technologies for rapid and seamless adoption of e-sourcing programs
- o Establishing effective training programs for all parties to enable speedy adoption
- o Setting standards for e-sourcing that will set you ahead of your competitors

10:35

Refreshment Break & Opportunity To Network

11:00

Understanding Electronic Reverse Auctions: What Are The Myths And What Is The Reality?

Ernest Gabbard

Director Strategic Sourcing and Procurement

ALLEGHENY TECHNOLOGIES

Ernest Gabbard has over 20 years of procurement management experience and is currently Director of Strategic Sourcing & e-Procurement for Allegheny Technologies. Ernest focuses on the myths of reverse auctions and shares with you practical thoughts, lessons learned and success stories behind the real facts of e-auctions. Laying the foundation, understanding how reverse auctions fit into your strategy and equipping your personnel with world class skills and knowledge to meet organizational goals are some of the key points that Ernest discusses.

Ernest Gabbard was previously in senior procurement management positions with Hughes Aircraft and Litton Industries, and was a Contracting Officer with the U.S. Government. He has conducted business transactions in 34 countries, and resided for over 11 years in Europe, Asia, and Middle East. During this presentation, you learn:

- o Where do Reverse Auctions fit into your strategy?
 - o Which commodities/services?
 - o What are supplier requirements?
- o Review of Auction Format/Tools
 - o Full service or Self-service?
 - o Essential auction rules
- o Laying the Foundation
 - o Are your personnel ready?
 - o Is your culture ready?
- o Top Misconceptions & Mistakes
- o Developing a Checklist for Success

11:40

Implementing E-Sourcing Processes And Technologies To Leverage Supplier Relationships And Knowledge Sharing

David Cotteleer, Manager Velocity Center

Operations and Materials System

HARLEY-DAVIDSON

David is currently the Manager of Velocity Center Operations and Materials Systems & Process Integration for the Materials Management Group at Harley-Davidson. In his role at Harley-Davidson, Dave is responsible for managing enterprise-wide e-supply chain initiatives in the areas of eBusiness, Strategy, and Process Improvement as well as inbound material and logistics support the company's Vehicle Assembly Operations in York, PA. Dave spent 10 years in the Banking, Sports Collectibles and Entertainment industries. David presents on his experiences with implementing e-sourcing processes and technologies to improve supplier relationships and collaboration techniques. To ensure that you have a good understanding of the processes that have proven results, come learn from David as he discusses:

- o Establishing a common framework to facilitate flow of information between buyers and suppliers
- o Identifying tools and technology to help you leverage supplier relations
- o Utilizing e-sourcing tools to enhance collaborating with suppliers
- o Gaining full functionality of e-sourcing to improve systems for invoicing, payment, delivery notification and order changes
- o Evaluating suppliers performance and developing award criteria for outstanding improvements
- o Supplier performance: examining pilot performance tool

12:20**Luncheon For Speakers and Delegates****1:30****Conducting A Successful And Ethical Reverse Auction: Understanding The Risks And Capitalizing On The Rewards**

Diane Free

Director, North American E-Sourcing

HJ HEINZ

Are online auctions the best way to get the lowest price for a commodity or a service? This is a question that has been under debate and the risks and rewards of this business approach are up for discussion. When a buyer is seeking out a new price on a particular commodity and conducts an e-auction there are guidelines that can be followed to ensure that both buyer and supplier are rewarded.

Diane Free is an e-sourcing specialist from HJ Heinz and she is fully prepared to discuss with you how she has developed a proven process to capture rewards of this strategic e-sourcing approach. Her recent projects in procurement/strategic sourcing were aiming to achieve true market pricing with additional services and technology. Come learn how Diane has created a successful and ethical reverse auction strategy at HJ Heinz.

- o Identifying the best opportunity for e-auctions and making it a win-win for both you and your suppliers
- o Gathering the exact specifications of the commodity and displaying to the bidders prior to the auction
- o Examining the benefits of an open or closed auctions: leveraging suppliers from all over the globe
- o Designing and implementing processes so that all parties involved understand the expectations

2:10**Identifying The Technology Requirements Necessary To E-Enable Your Strategic Sourcing Initiative In The Aerospace & Defense Industry**

Matt Cordner

Director of Product Development and Flight Operations

BELL HELICOPTER TEXTRON INC

With 14 years of experience, Dorith Hakim is responsible for the sourcing function on behalf of Bell Helicopter Textron's Fort Worth, Amarillo and Mirabel facilities. She is also responsible for the Bell's globalization initiative and coordination of procurement related activities across Textron.

Matthew Cordner responsible for successfully implementing related enterprise projects such as Advanced Planning and Scheduling and Component and Supplier Management. Matthew has 17 years of experience in a wide variety of roles and functional organizations at Bell. During his tenure at Bell he has held positions in Engineering, Manufacturing, IT and Supply Chain Management. He began working at Bell as a design Engineer on the V-22 program. Matthew has successfully taken on increasing responsibility in a variety of areas.

- o Identifying the core supply challenges that e-sourcing tools need to address
- o Identifying the core components of a sophisticated e-sourcing initiative
- o Evaluating the technology solutions that will enable you to achieve real results
- o Weighing the benefits of implementing an end to end e-strategic sourcing portal
- o Ensuring that you effectively maximize your e-sourcing capabilities to gain valuable results

2:50**Refreshment Break & Opportunity To Network****3:20****Evaluating Technology And Understanding The Importance Of Strategic Sourcing And Alliance Cooperation - A Case Study By Northrop Grumman**

Bobby Joe, Director, Air Combat

Systems Materiel for Integrated Systems

NORTHROP GRUMMAN CORPORATION

Bobby Joe is Director, Air Combat Systems Materiel for Integrated Systems, Northrop Grumman Corporation. He was appointed to this position in May of 2001. Mr. Joe joined Northrop Grumman in 1974. He has held numerous key positions in the contracting and business arena on major Northrop Grumman Programs: F/A-18, B-2, F/A-18 E/F, TSSAM, Advanced Tactical Fighter (ATF), Peace Hawk V and VII Programs and most recently was the Business Manager for the F/A-18 Program. Bobby presents an in-depth case study on the importance of strategic sourcing and alliance cooperation, the risks and rewards for both parties and how to ensure win-win situations for continued success. Come learn from this industry leader as he covers the following:

- o What are the benefits for both parties: Why Strategic Sourcing and Alliance?
- o Integrating platforms: Strategic Make/Buy Model
- o Cooperative Investments by both sides to make win-win situations
- o Evaluating what it takes to win programs through Cooperative Alliances

4:00

Optimizing The Full Capacity of Emerging E-Sourcing Trends & Technologies: What Real Value Will You Gain?

John Lau

Vice President Procurement

HALLIBURTON

What real value can you gain from optimizing the full capacity of emerging e-sourcing technologies? Come and hear how John Lau from Halliburton has derived cost and productivity savings within his procurement organization by taking full advantage of e-sourcing technologies for faster cycle times, stronger supplier relationships, better quality at a lower price, and staff productivity advancements. Join John as he unfolds the following important points on emerging trends and technologies for e-sourcing success.

- o Outlining emerging e-sourcing technologies that could provide ongoing cost and productivity gains
- o Evaluating the benefits the technology will offer: faster cycle times, improved supplier relationships
- o Examining your strategic sourcing initiative and the IT support that you still need for implementation and training
- o How can you be sure that you are getting the most return on your technology investment?
- o Exploring real-life experiences to determine the best steps to overcome hurdles to see excellent results

4:40

End Of E-Sourcing Strategic Summit